CREDENCE
Consulting Solutions Limited

Six Months In

Impact. 8 months into 2026.

As we move into our seventh month as a Lagos-based private credit fund lending to Nigerian SMEs in agriculture, trade, energy, and logistics, we want to share what we have learned, and why we believe it matters, even against the backdrop of Nigeria's current political and economic climate.

The clearest lesson of these six months is that we will probably never be able to meet the full demand of the businesses that come to us. In conversations with our clients in farming, we have seen just how profitable adjacent activities like agro-aggregation can be, aggregators, many of them market women, routinely mark up produce by as much as 47% before it reaches its final destination. Opportunities like this are exactly why we believe the often-cited $31 billion Nigerian SME credit gap is not an abstraction. It is a real, addressable, and in some cases understated shortfall.

Clients have also told us that while government support programmes for farmers and small businesses do exist on paper, the presence of intermediaries and outright fraud make many of them practically inaccessible. That gap between stated policy and lived reality is precisely the space Credence Ventures is built to fill.

1. Capital Deployed & Portfolio Snapshot

Between February and August 30th, Credence Ventures deployed a total of NGN 92,000,000 in private credit to 7 SMEs, at an average loan size of approximately NGN 4.8 million.

NGN 92M	7	NGN 4.8M	0
Total capital deployed	SMEs financed	Average loan size	Defaults to date

Sector allocation

Sector	Share of capital deployed
Agriculture	50.5%
Logistics	30%
Energy	11%
Trade	8%

Repayment performance has been strong: zero defaults across the portfolio. A small number of clients have had late interest payments, but consistent, transparent communication on both sides has kept every relationship on solid footing.

2. Local Impact Metrics

The clearest jobs impact so far has come indirectly, through the expansion our capital enables, concentrated in agriculture, where the majority of our capital has been deployed. As pond and farm operations scale, clients are engaging more workers: hands to harvest and process fish at sale time, surveyors, bricklayers, and dredging and landfill crews for pond and site expansion. One poultry client is expanding housing capacity beyond their original 2,500-bird operation, driving further construction activity. We expect similar effects to compound in trade, logistics, and energy as those relationships mature, though the scale today is not yet comparable to agriculture.

Access clients could not get elsewhere

All 7 of our clients would not have qualified for financing from a traditional bank, not for lack of viability, but because bank timelines do not match how their businesses actually move. One client described waiting weeks to months for a lending decision, with no guarantee of approval at the end. Credence, by contrast, has disbursed to returning clients in as little as three hours after checks are complete.

> *"An expansion that used to take us three years now takes six months, because of Credence"*
> **ADEWALE FARM CONCEPT LTD, verbal testimonial**

Before and after

- A fish farming client has grown from 5–6 ponds to more than 12, and is now acquiring adjacent land to build larger ponds and expand further.
- A trade client who previously placed small, capital-constrained import orders from China, unable to access bank credit as a smaller enterprise, is now able to place larger orders and grow at a materially faster pace.

Geographic footprint

Credence currently serves clients across three states: Lagos, the FCT (Abuja), and Ogun State, an early signal that the model travels beyond a single metro market.

3. Sector Deep Dives

Sector	Detail	Jobs supported
Agriculture	3 farms financed, spanning 3+	20+
Energy	1 client financed	10+

Trade and logistics financing is more recent, and we expect comparable jobs data to emerge as those relationships mature over the coming quarters.

4. Operational Milestones

- Insurance coverage: for clients without adequate coverage, we have connected them directly with reliable, vetted brokers, giving Credence indirect protection through better-insured borrowers. This has been a deliberate workaround at a time when Nigeria's insurance sector is adjusting to new government policy, and several major insurers have pulled back from packages that would otherwise serve our risk profile directly.
- Lagos lender's licence: we are in the process of acquiring a lender's licence for Lagos State by January 2027, which will strengthen our ability to enforce repayment and pursue recovery in the event of default, a meaningful step up in the fund's legal and operational infrastructure.

5. The Opportunity We Are Leaving on the Table

Nigeria's SME credit gap is estimated at $31 billion. In six months, Credence has deployed the Naira equivalent of roughly $70,000 against that gap, a fraction so small it barely registers as a rounding error. We say that not to diminish the number, but to frame it correctly: it is proof of concept, not scale. Every one of the 7 loans in our portfolio has performed, every relationship has strengthened, and the demand signal has only grown stronger.

That demand is not hypothetical. We currently hold $60,000 in fully vetted, underwriting-complete SME applications, businesses we have already assessed, want to fund, and cannot, purely because we do not have the capital on hand. To put that in perspective: our current ready-to-fund pipeline is worth 86% of everything we have deployed since February. Demand is compounding faster than our balance sheet, at a stage when the fund is only seven months old.

This gap shows up everywhere we look in the market. It's in the 47% margins available to agro-aggregators that go un-captured for lack of working capital. It's in government support programmes that exist on paper but are functionally blocked by intermediaries and bad actors. And it's in the queue of businesses that come to us specifically because a bank has already turned them down or made them wait too long to matter. Every one of these is a business we are structurally positioned to serve, and currently cannot, at the scale the market is asking for.

The conclusion is straightforward: the constraint on Credence's impact right now is not deal flow, underwriting capacity, or client trust. It is capital.

6. Forward-Looking Targets

With $150,000 in additional fund capital, we project financing 10 more SMEs and creating 40 additional jobs over the next 6–12 months, roughly matching the trajectory of our first seven months, at a faster pace of deployment.

Planned use of additional capital

We intend to deploy new capital broadly in line with the sector allocation that has performed well to date, while leaving room to grow trade and logistics as those relationships season:

Sector	Indicative allocation of $150,000
Agriculture	~$75,750
Logistics	~$45,000
Energy	~$16,500
Trade	~$12,000

Phased deployment

- Phase 1 (immediate): deploy against the $60,000 pipeline already fully vetted and waiting on capital, the fastest path to impact, since underwriting is already complete.
- Phase 2 (months 2–6): originate and underwrite a further round of new SME applicants, prioritising repeat structures with existing clients where expansion has already been demonstrated.
- Phase 3 (months 6–12): extend the model into a fourth state beyond Lagos, Abuja, and Ogun, building on the geographic pattern already established.

Throughout, we intend to hold the line on what has made the first seven months work: same-week (often same-day) disbursement for returning clients, zero defaults, and direct, personal communication with every borrower.

7. Closing: We Are Raising Capital to Scale This

Credence Ventures exists because Nigeria's banks see risk where we see trajectory. In seven months, that thesis has held: a 100% on-time-or-communicated repayment record, disbursement timelines measured in hours rather than months, and tangible expansion, more ponds, more acreage, larger import orders, faster construction, across every client we have funded.

We are raising $150,000 to scale this impact. That capital covers our immediate $60,000 vetted pipeline plus the additional originations behind it, and moves us from proof of concept to a fund that can meaningfully compound its footprint across Lagos, Abuja, and Ogun State, and beyond.

This is a time-sensitive opportunity in a very literal sense: the businesses in our pipeline are ready to grow now, with underwriting already done. Every month that capital sits on the sidelines is a month of jobs, throughput, and repayment history we do not get to add to this track record.

Whether you are an individual investor, an LP, or an institution looking for a disciplined, high-integrity entry point into Nigerian private credit, we would welcome the conversation. We are happy to walk through our underwriting process, portfolio performance, and pipeline in detail.

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